

Turn Average Managers into Great Managers



BoostUp
www.boostup.ai

What truly separates great sales managers from good sales managers?

Deal reviews. Great sales managers run their deal reviews unlike anyone else. **They review three times more deals in-depth than their counterparts.**

IN DEAL REVIEWS, THEY DO 5 THINGS THAT SET THEM APART.

1. THEY UNDERSTAND EACH DEAL

Winning sales managers review deals on their own time, and understand the risk factors involved in each. They go beyond surface-level information to know all key buying relationships, and where each contact lies in their buying process.

2. THEY ARE AN ACTIVE COACH

Exceptional sales managers go beyond skill-building and actively apply coaching to ongoing deals. They go from meeting to meeting with their reps to help them secure the next step and follow up effectively.

3. THEY COME PREPARED

Excellent sales managers do not rely on their reps for information or waste valuable one-on-one time interrogating them. They come armed with the knowledge they need for a productive meeting.

4. THEY ACT PROACTIVELY

Great sales coaches impart pipeline knowledge to their reps. They ensure they will make their quota by spotting deals that have deviated from the buying process or identifying if a rep needs to bring in new pipeline.

5. THEY PRIORITIZE

Not only for themselves, but great sales coaches help their reps manage their time. They give reps permission to cut losses and focus them on the steps needed to win deals.

TURN AVERAGE MANAGERS INTO GREAT MANAGERS WITH BOOSTUP'S DEAL INTELLIGENCE COMMAND CENTER.

Any sales manager can become a great sales manager with AI-driven insights from BoostUp. Empower your sales managers to more effectively manage and coach their reps to success, resulting in more won deals and more revenue.

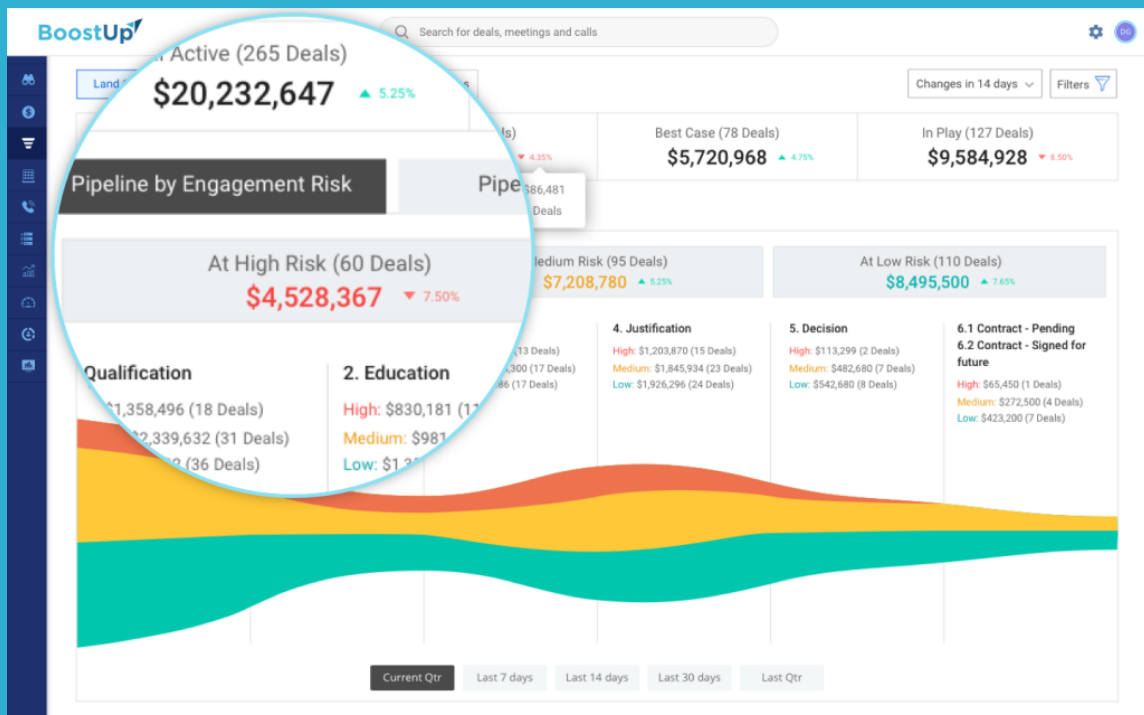
With BoostUp.ai, sales managers can...

DISCOVER AND PRIORITIZE AT-RISK DEALS

BoostUp surfaces risk on a deal-by-deal basis so action can always be taken on the most pressing opportunities.

UNDERSTAND CONTACT ENGAGEMENT AND DEAL ACTIVITY

See the engagement of each contact involved in a deal to understand who may require additional outreach.



“Risk factors are immediately actionable, so my AE's can prioritize at-risk deals and managers can coach more effectively.”

- Chris Pham, Head of Sales, Dealpath

ID FIRST, NEW, OR HIGH PRIORITY MEETINGS TO HELP WITH PREP AND FOLLOW-UP

Ensure your make the most of every meeting by surfacing the most important meetings and helping them prepare.

SEE WHAT TOPICS AND COMPETITORS HAVE OR HAVE NOT BEEN MENTIONED

Understand what competitors you face and topics are discussed.

LEARN WHAT THE PROSPECT IS ACTUALLY SAYING

Don't rely on rep reported information. See exactly what conversations reps are having to improve rapport and increase engagement.

Acme Amount: \$15,000 [Open in Salesforce](#)

Account: [Acme Inc.](#) | AE: Chris Hechter | Stage: Trial | Close Date: 31 Jan 2020 | Created Date: 29 Nov 2019

Next Meeting: Not Scheduled | Last Prospect Engagement: 15 days ago | Engagement Risk Score: 68 | Forecast Risk Score: 42

Buying Team Engagement | Selling Team Engagement Last 3 months

Name	Last Engaged	Email	# of Engagements
Shaun Johnson Head of Merchandising	Engaged Recently Last Email 3 days ago	Pilot feedback is positive. Everyone's loves BoostUp Risk Factors... More	📧 04 📅 03
Michael Taylor E-commerce Analytics Manager	Engaged Recently Last Email 3 days ago	they have interesting tech for understanding customer sentiment in email interactions... More	📧 08 📅 05
Kelly Zerga VP Digital Marketing	Disengaged Recently Last Email 2 months ago	We had a good internal meeting and you are still in the running... More	📧 13 📅 07



“BoostUp allows us to focus on where deals are in the system, what our team needs to do to move deals along faster and how we can effect change.”

- Marco Pasqualina, Head of Sales, Toluna

REVIEW DEALS 24/7, WHETHER REPS ARE AVAILABLE TO TALK OR NOT

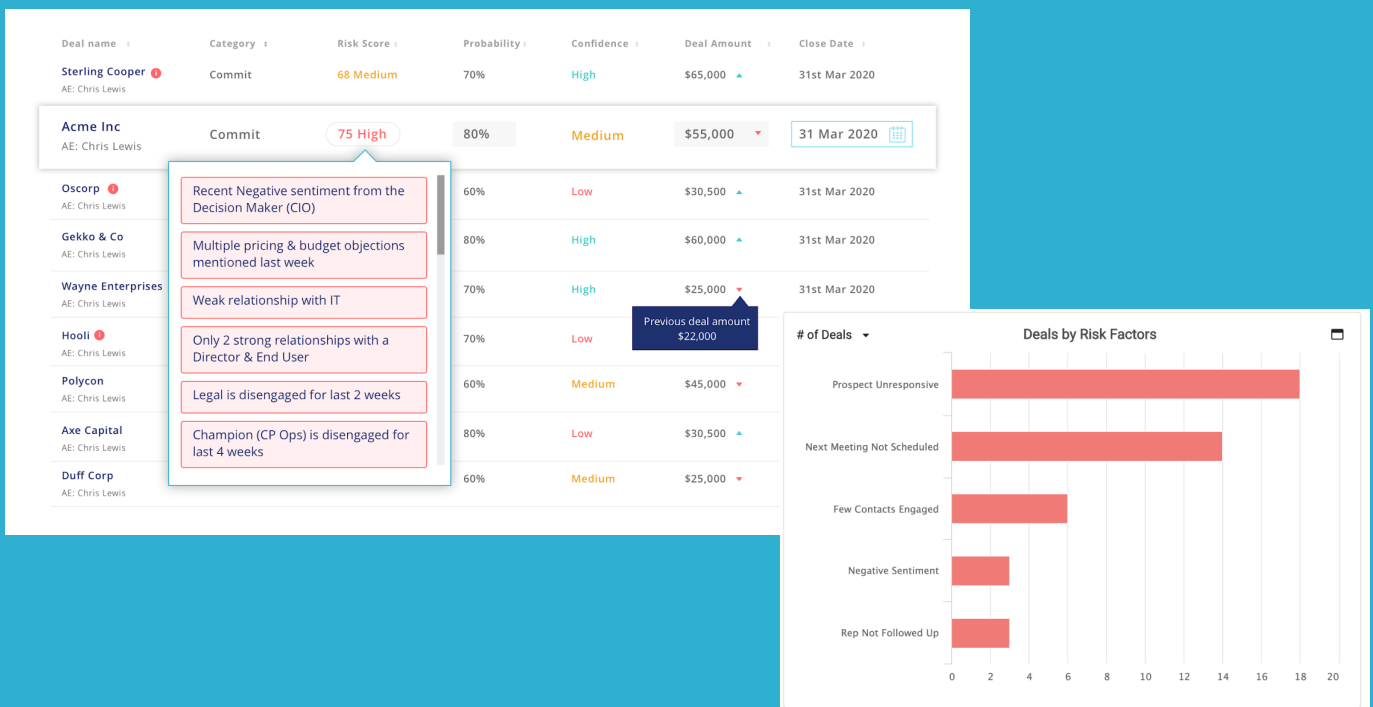
Meetings are no longer necessary. Get the full context of every deal, at any time.

MAKE ONE-ON-ONE MEETINGS MORE PRODUCTIVE AND EFFECTIVE

Managers can review more deals and gather actionable information to coach in-progress deals and make reps more effective.

RUN MORE EFFECTIVE PIPELINE REVIEW MEETINGS: REVIEW UP TO 15 DEALS IN 30 MINS

Get the right information in a more efficient workflow to review more deals in less time, increasing the impact of the managers.

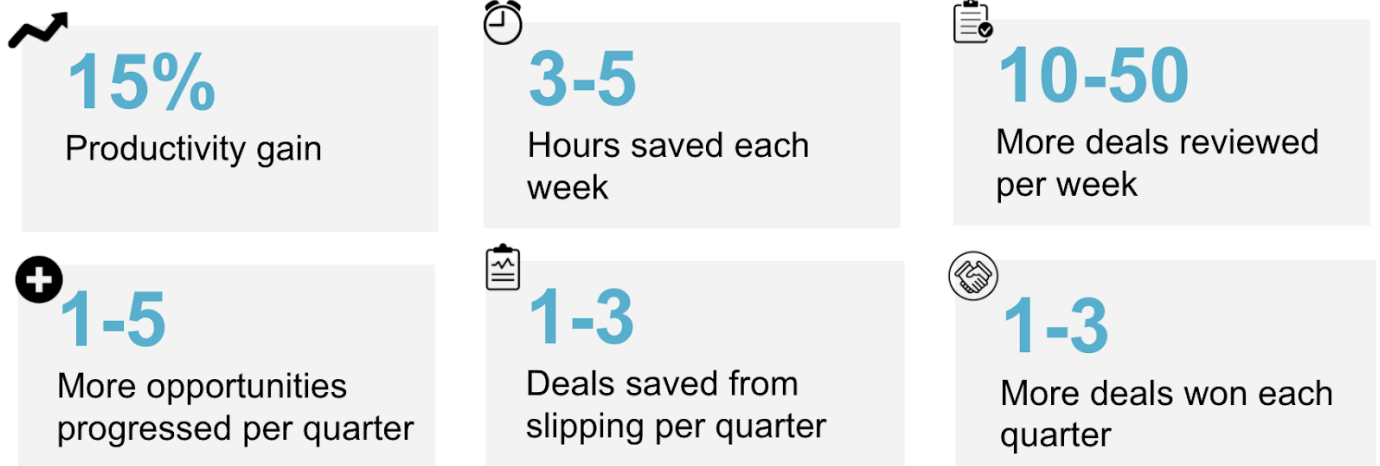


“You have the data you need as a sales manager to predict where deals are in their cycle, identify risks, and have a good strategy conversation in a matter of seconds.”

- Mike Nabsny, Director of Sales and Operations, Branch

Supercharge sales manager effectiveness with BoostUp.ai

In a study of sales managers using BoostUp.ai, users saw:



Contact us at boostup.ai/get-a-demo to learn more about how BoostUp increases the effectiveness of sales managers.